

# Agenda

## ALABAMA REAL ESTATE COMMISSION ANNUAL INSTRUCTORS' SEMINAR AUBURN UNIVERSITY HOTEL AND CONFERENCE CENTER

FRIDAY, OCTOBER 10, 2003

- 7:45–8:30 a.m.      REGISTRATION . . . . . Foyer**  
CONTINENTAL BREAKFAST
- 8:30–9:40 a.m.      OPENING GENERAL SESSION . . . . . Auditorium**  
BILL POOLE, CHAIRMAN, AREC (ALABAMA REAL ESTATE COMMISSION)  
D. PHILIP LASATER, EXECUTIVE DIRECTOR, AREC  
**COMPUTER ADMINISTERED EXAMINATIONS: EVALUATION OF FIRST YEAR**  
DR. LARRY FABREY, AMP (APPLIED MEASUREMENT PROFESSIONALS)  
**UPDATE ON ACT 2003-298 AND RULE CHANGES**  
PAT ANDERSON AND CHARLES SOWELL, AREC
- 9:40–10:00 a.m.      BREAK . . . . . Foyer**
- 10:00–11:30 a.m.      CONCURRENT SESSIONS**  
① 13 Things I Wish I'd Known About Real Estate Education—JULIE GARTON-GOOD . **Seminar Room I**  
② Written Simulations for Education and Testing—LARRY FABREY . . . . . **Room H**  
③ The State of the Insurance Market in Alabama—JOHNNY JOHNSON . . . . . **Ballroom B Left**  
④ Lending Practices—the Good, the Bad and the Ugly—MARTHA PIERCE-WALTERS . . **Ballroom B Right**  
⑤ License Law Open Q&A Forum—CHARLES SOWELL . . . . . **Auditorium**
- 11:30–12:40 p.m.      LUNCH . . . . . Ballroom A**
- 12:40–2:10 p.m.      CONCURRENT SESSIONS**  
① 13 Things I Wish I'd Known About Real Estate Education—JULIE GARTON-GOOD . **Seminar Room I**  
② Written Simulations for Education and Testing—LARRY FABREY . . . . . **Room H**  
③ The State of the Insurance Market in Alabama—JOHNNY JOHNSON . . . . . **Ballroom B Left**  
④ Lending Practices—the Good, the Bad and the Ugly—MARTHA PIERCE-WALTERS . . **Ballroom B Right**  
⑤ License Law Open Q&A Forum—CHARLES SOWELL . . . . . **Auditorium**
- 2:10–2:30 p.m.      BREAK . . . . . Foyer**
- 2:30–3:40 p.m.      CLOSING GENERAL SESSION . . . . . Auditorium**  
Unbundling the Real Estate Transaction—JULIE GARTON-GOOD
- 3:40–3:45 p.m.      EVALUATION AND ADJOURN**